

Cambridge Sound Management Premier Reseller Program

Cambridge Sound Management is the developer of Qt *Quiet technology™*, a direct-field sound masking, paging and music solution excellent for workspaces. These systems ensure privacy, enhance productivity and improve communications in office space. Qt *Quiet technology™* solutions are a generation ahead in the market, featuring plug-and-play emitters, no tuning requirements, low-voltage (GreenSpec® approved) control units, and optional browser-based software controls.

Our systems are installed in millions of square feet of high-end workspace around the globe. The simple, direct-field technology is a paradigm shift in sound masking – overcoming challenges posed by previous generations of plenum-based sound masking systems. We seek partnerships with workplace technology integrators to expand market coverage for Qt *Quiet technology™* products.

Demand is Exploding

Concern for privacy, combined with smaller and denser workspaces, fuels explosive demand for workplace sound masking solutions. The need for these solutions crosses all industries – from banking to healthcare, insurance to high-tech, and many others. Demand for sound masking has never been greater and the simple Qt *Quiet technology™* solution presents a lucrative opportunity for dealers. Direct-field speakers and integrated control functions provide a 3-in-1 sound masking, paging and music solution, with the option of intuitive PC-based software control. The simplicity of Qt *Quiet technology™* makes it a logical choice for new construction or re-audio products in select markets around the US.

Premier Reseller Program Benefits

- Extensive marketing of Qt *Quiet technology™* sound masking, paging and music solutions
- Access to a password-protected web page with dozens of product sheets, sales presentations, customizable marketing and sales templates and other helpful resources
- Co-marketing opportunities
- Sales and technical support as required
- Aggressive pricing discounts

Reseller Requirements

Qt *Quiet technology™* resellers agree to the following:

- To find and sell directly to end-user customers and not to sign up other resellers. This is a single-tier program.
- To maintain the ability to estimate, quote, create drawings, wiring diagrams and install Qt *Quiet technology™* sound masking, paging and music systems.
- To actively market and sell sound masking solutions.
- To, within 60 days of signing agreement, purchase a portable demonstration kit and/or components for a permanent demonstration system in own facility.

For More Information

Please contact us at 800.219.8199 or info@csmt.com to discuss your interest and capabilities.

Cambridge Sound Management, LLC, located in Cambridge, MA, is the developer of Qt *Quiet technology™*, a low-voltage distributed audio system for sound masking, paging and background music distribution in the workplace. Qt *Quiet technology™* systems are sold worldwide and are deployed in millions of square feet of excellent workspace. Installations range from modest offices to large, leading-edge workspaces. Applications range from improving productivity in open work areas to ensuring privacy in settings such as healthcare offices or executive areas. Cambridge Sound Management is a spin-off of two world-renowned companies: acoustical consulting firm Acentech, and technology innovator BBN Technologies (formerly Bolt, Beranek and Newman). Qt *Quiet technology™* is a trademark of Cambridge Sound Management, LLC.